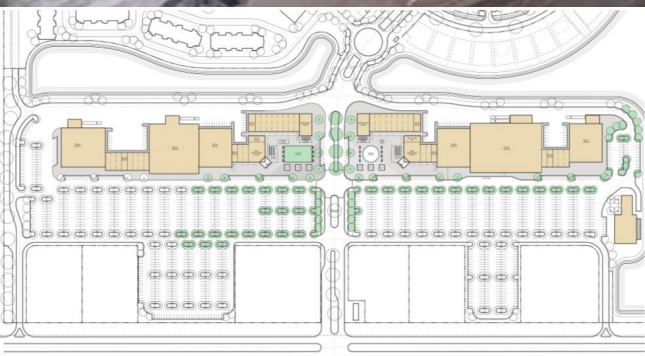




**Eastern Carolinas  
Commercial**  
REAL ESTATE



## Mirasol

Southport—Saint James

Hwy 211 / Southport Supply Road

Mixed Use — Commercial / Multi Family / Residential

### PREPARED BY:

Nicholas Silivanch

Eastern Carolina Commercial Real Estate

5129 Oleander Drive, Suite 103

Wilmington NC 28403

(910) 399 4602 - O

(910) 5157969—M

Nick@eccrenc.com

### Comprehensive Property Information Package

For Purchasers and Tenants

Containing

Demographics, Retail Trade Area Maps, Local Maps,  
Drive Time analysis, Site Layouts and Pricing





## Property Information Package

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## Property Information Package

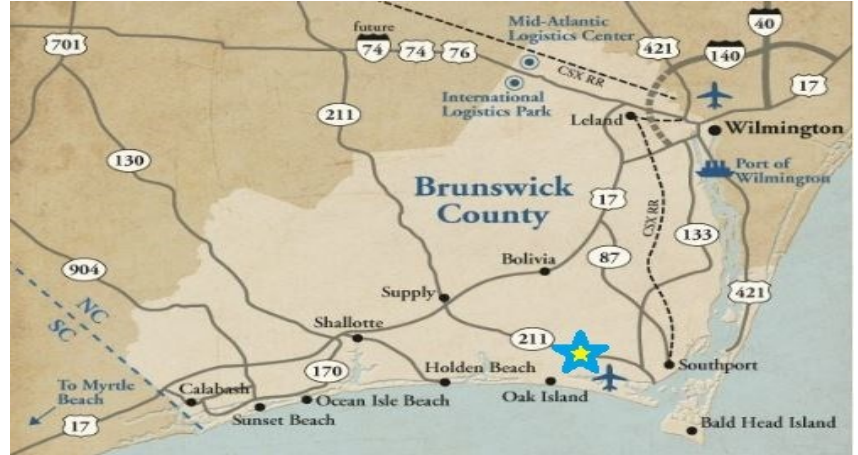
### Executive Summary on Mirasol

#### THE PROPERTY

**53.9 TOTAL ACRES OF LAND**

**THREE MAIN TRACTS :**

Site is denoted by the Star.



Tract 1	Multifamily	13.8 Acres	Est. 250 units
Tract 2	The Shops @ Mirasol West	16.4 Acres	
Tract 3	The Shops @ Mirasol East	14.1 Acres	
Outparcels	1,2,4,5, 6	1.3 Acres	
Outparcel	3	2 Acres	

#### MARKET INFORMATION

The Southport / Oak Island and Saint James area of Brunswick County has been one of the most steadily developing areas over the last several years including the recent recessionary period. The area has recently seen some major development announcements outside of Mirasol with the Charles a senior community just up the road, a new shopping center anchored by Lowes Food under development at the corner of 211 and Midway, Apple Inc.'s new conservation area which is over 1600 acres and is located just east of Bolivia. The current retail hub is at the corner of highways 211 and 133, however that area is mostly built out making new development in the area a tougher option, and not the preferred location for St. James Plantation.

Mirasol is one of the first lifestyle centers planned for Brunswick County and the only center of its kind in the Southport—Oak Island—Saint James area. The property is over 130 acres of which a residential community and multifamily community are envisioned. With a Commercial Hub featuring the key components of Live—Work—Play and with inclusive community features planned such as a music venue and some open space making it a draw for the area. Pricing varies per property. Property/sites will be delivered ready for construction with grading complete and utilities at the property line.



## Property Information Package

### Property Aerial Location Map



#### Subject Property Is outlined in Blue

Mirasol is located adjacent to the 1,300 acre The Charles Senior Living Complex, and is located 1.8 Miles from the intersection of 211 and Midway Road (heading South) heading North it is located 3 miles from the intersection of 211 and 133. Just minutes outside of downtown Southport and across from St. James Plantation a 6,000 acre development, Mirasol will incorporate Live—Work—Play unlike any lifestyle center currently in the Southeastern Brunswick County Region.

The area has won various awards on lifestyle, Community growth, and masterplanned community awards.

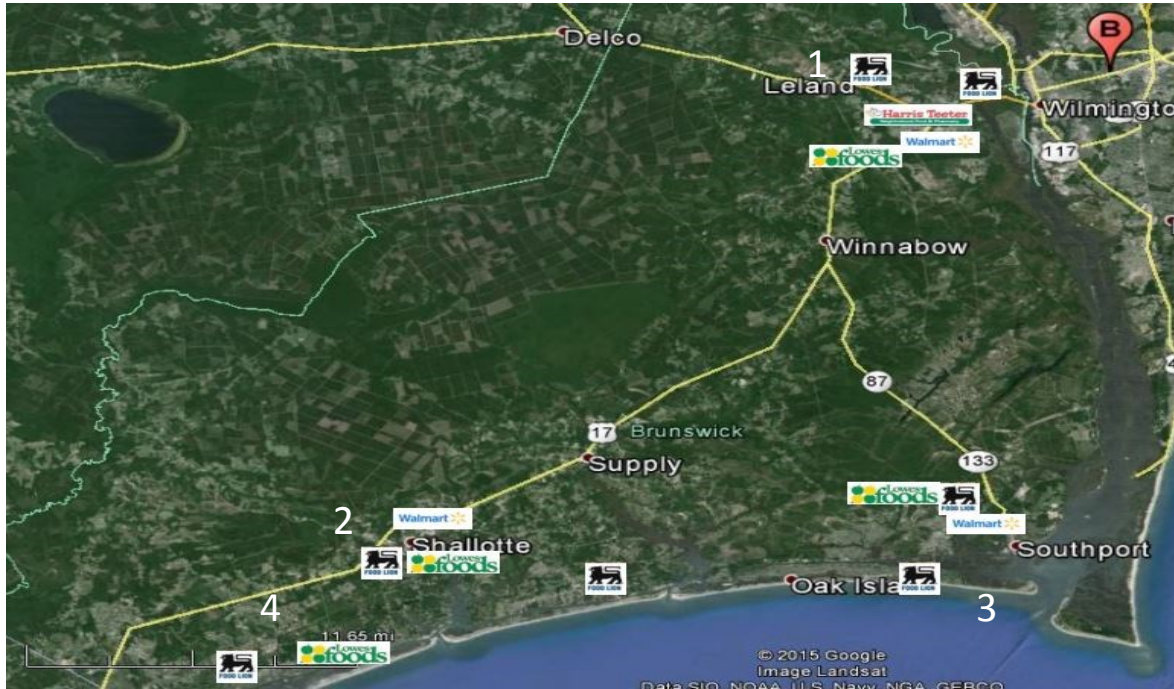
The area is underserved for retailers, please see the Retail Trade Gap chart for specific areas.

Please see the demographics for the population and income levels



## Property Information Package

### Competitive Major Retail Locations



#### Brunswick County

Brunswick County is one of the largest counties in the State of North Carolina with over 800 miles of land area and a population of 130,000. With summer time traffic the Beach Areas see over 500,000 people come and stay over the 10 week high summer season. The county has population pockets which are spread out with no major retail hub. The Retail Growth Charts and Demand information are astounding for the size of the untapped potential. With Brunswick County being the 2nd fastest growing area in the nation it's time to tap that potential.

#### 1—Leland Market

Leland is a growing Wilmington MSA Submarket which acts as a bedroom community for the regional MSA of Wilmington NC. The population there has expanded from 10,000 to just under 20,000 in five years.

#### 2—Shallotte Market

Located at the intersection of two highways Shallotte is an area which has become a small hub in the middle of the county.

#### 3—Southport Oak Island Market

Located at the South Eastern Tip this area is one of the fastest growing areas in the county focused on a retiree base with limited access to retail tenants. Residents in the area and summer drive an estimated 60 minutes to Wilmington in the North or Myrtle Beach to the South West.

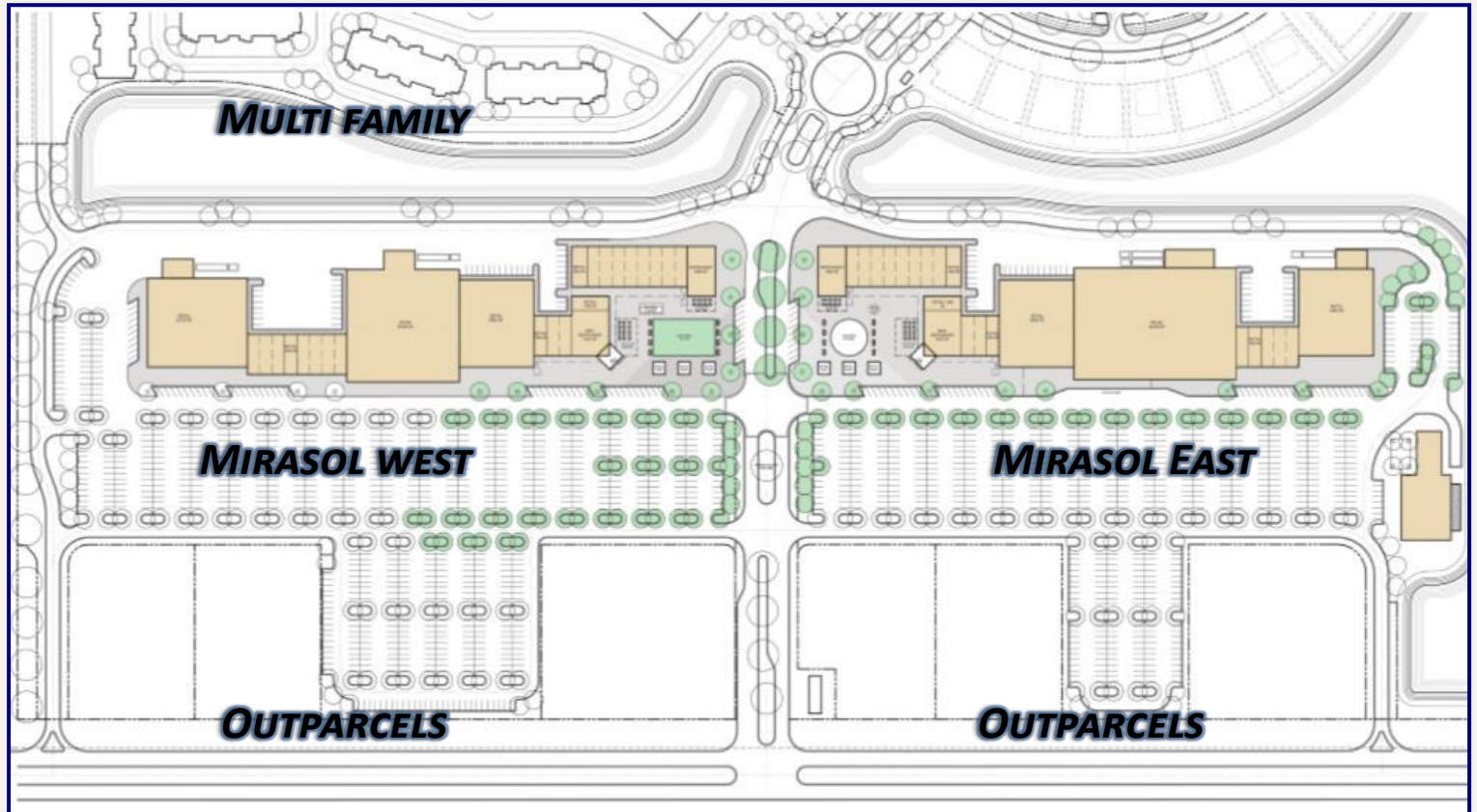
#### 5—Ocean Isle and Sunset Beach Market Place

Similar to Leland in that they are bedroom communities for the North Myrtle Beach Area, and are also additionally tourist areas which see their summer time population swell, these communities have a easier access to retailers in the myrtle beach area.



## Property Information Package

### Conceptual Site Plan



### MIRASOL

The conceptual site plan accounts for 250,000 +/- sf of Tenant Retail with a Grocery and Large / Junior Box anchors.

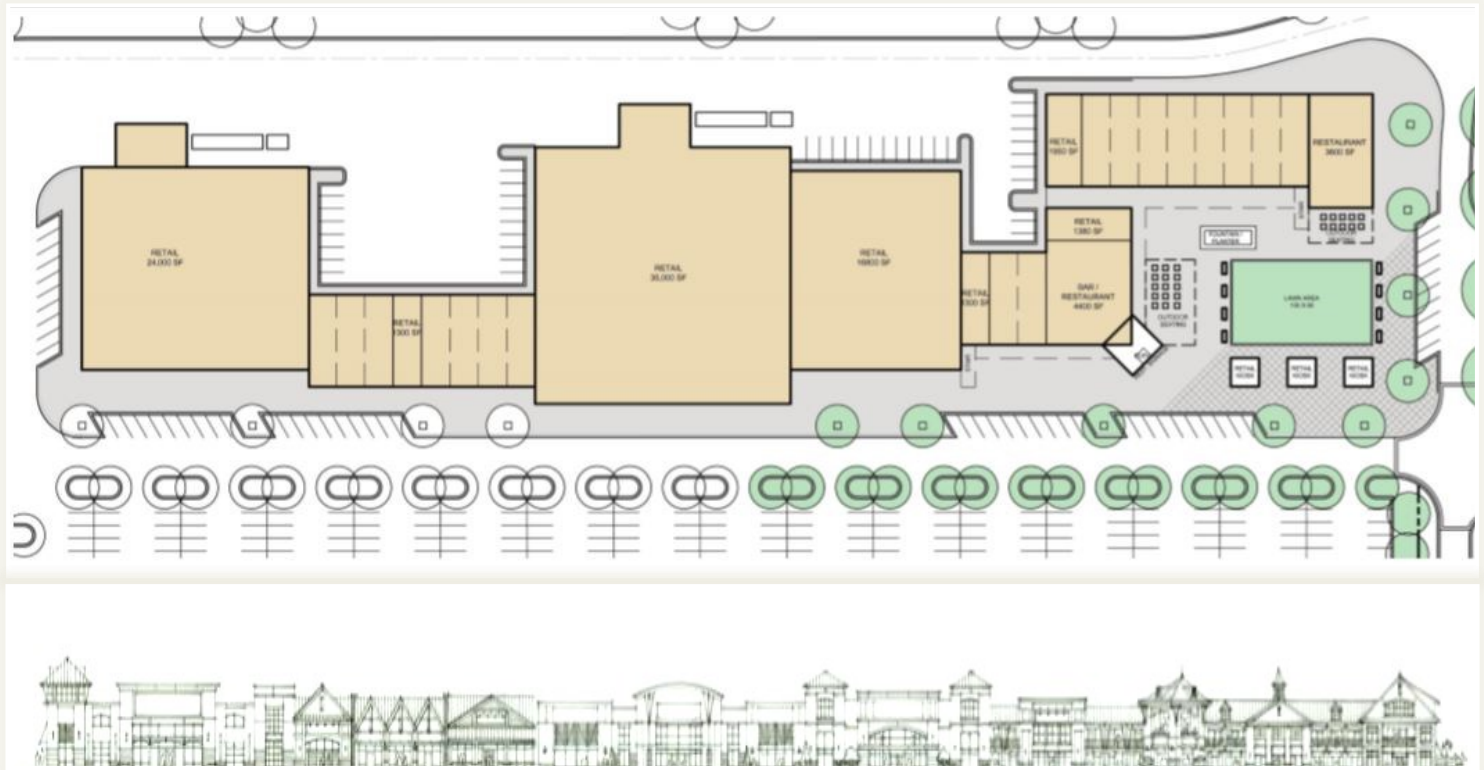
The Outparcels range in size from the smallest of 1.3 acres to the largest of 2 acres.

The Multifamily component features 13.8 gross acres for the development of 220 units spread over 9 buildings.

Sitting across from Saint James, Mirasol is located in a strategic location for tourists and locals to live, shop, work and dine within minutes of their home in South Eastern New Hanover County.



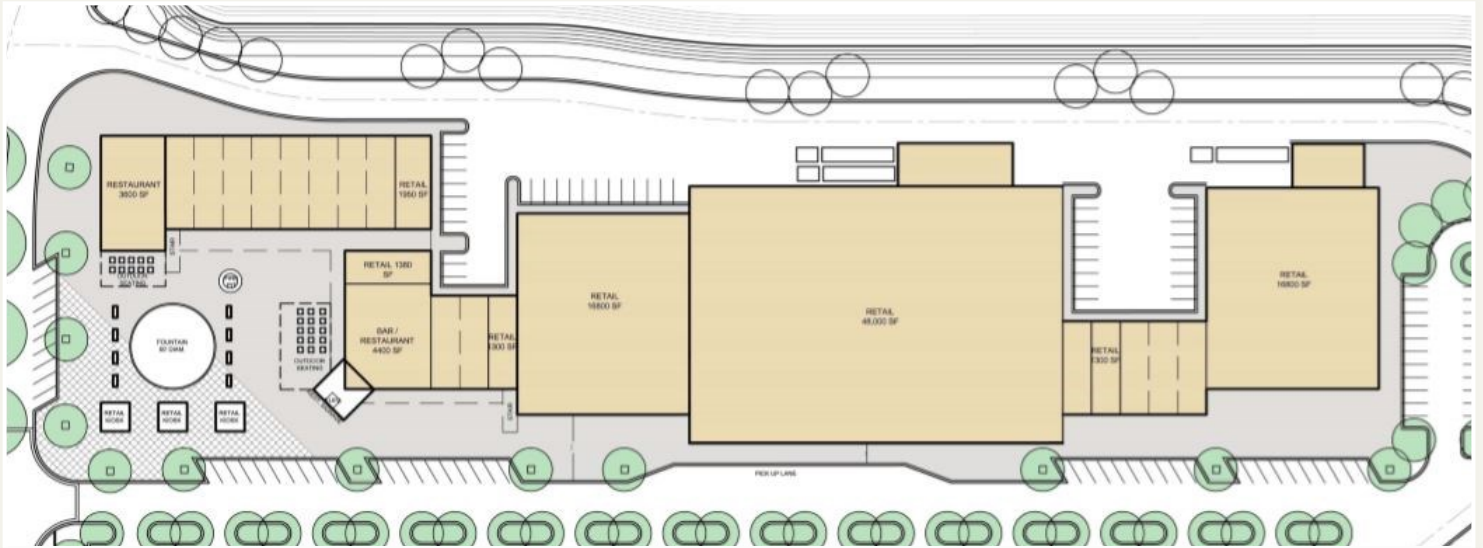
## ***Mirasol West***





## Property Information Package

### Mirasol East



### **THE SHOPS @ MIRASOL EAST LEASING PLAN**

#### **FOR SPACES BETWEEN**

#### **LEASE RATE SWILL RANGE**

0 SF to 3,000 SF

\$19.00—\$25.00 PSF +NNN

3,001 to 6,000 SF

\$10.00—\$18.00 PSF +NNN

6,001 to 10,000 SF

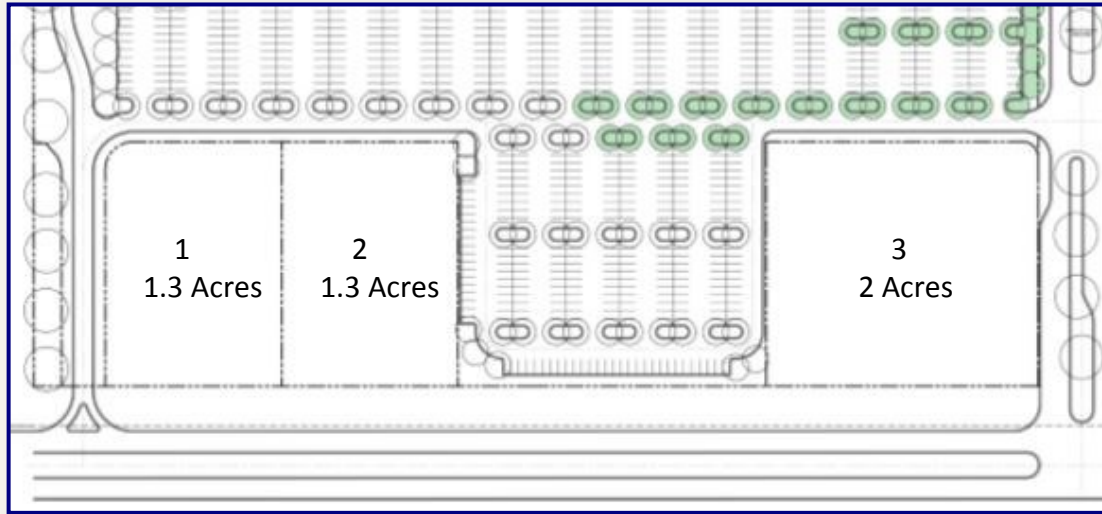
\$10.00—\$14.00 PSF +NNN

For spaces between 10,001 SF + the lease rate shall be negotiable based on delivery conditions.



## Property Information Package

### ***Mirasol West Outparcels***



### **MIRASOL WEST OUTPARCEL PRICING**

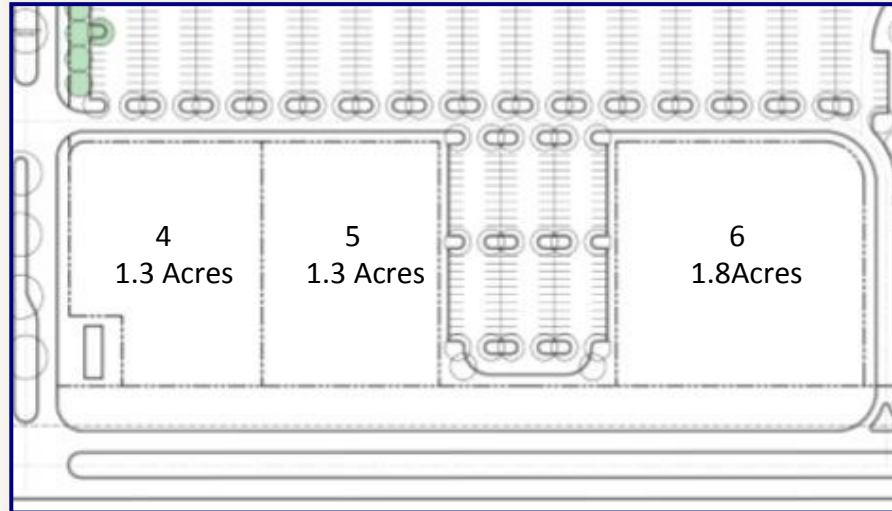
<b>OUTPARCELS</b>		<b>ACREAGE</b>	<b>PRICE</b>
OP1	=	1.3 Acres	\$ 735,000.00
OP2	=	1.3 Acres	\$ 735,000.00
OP3	=	2 Acres	\$ 1,130,000.00

The Commercial outparcels shall be listed at a per acre price of  
\$565,000.00 per acre.



## Property Information Package

### ***Mirasol East Outparcels***



### **MIRASOL EAST OUTPARCEL PRICING**

<b>OUTPARCELS</b>		<b>ACREAGE</b>	<b>PRICE</b>
OP4	=	1.3 Acres	\$735,000.00
OP5	=	1.3 Acres	\$735,000.00
OP6	=	1.8 Acres	\$1,017,000.00

The Commercial outparcels shall be listed at a per acre price of  
\$565,000.00 per acre.



## Property Information Package

### **Multifamily Village At Mirasol**



### **Multifamily at Mirasol**

The Multifamily component features the potential to build 250 +/- Units behind the Shops at Mirasol West. The development of this tract will be in conjunction with the overall master development. The property will have a 2.7 acre storm water pond between it and the Shops at Mirasol West. The site is cleared and being graded right now with engineering taking place so that purchaser will have the site delivered pad ready for construction.

Acreage: 13.8

Delivery of Property: Utilities stubbed to site. Master Storm water pond for the development. Access Road in read for connection. Located behind the Shops at Mirasol West.

Price: \$2,250,000.00 or \$9,000.00 per door for a estimated 250 +/- Units.



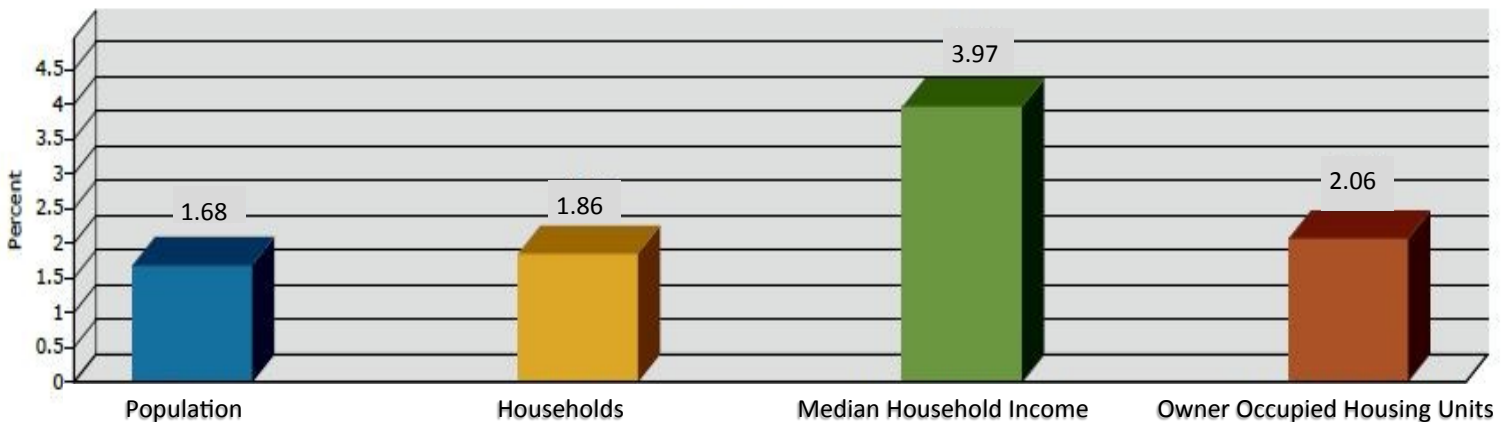
## Property Information Package

### Demographics Radius 3—5—10

	Projected		
<u>Total Population</u>	<u>2018</u>	<u>2013</u>	<u>2010</u>
Within 1-3 Miles	8,740	7,951	7,422
Within 2-5 Miles	16,200	14,808	13,982
Within 3-10 Miles	34,441	31,836	30,394
<u>Population Over 50</u>	<u>2018</u>	<u>2013</u>	<u>2010</u>
Within 1-3 Miles	4,879	4,267	3,893
Within 2-5 Miles	10,460	9,261	8,513
Within 3-10 Miles	19,463	17,371	16,010

<u>Average Household Income</u>	<u>2018</u>	<u>2013</u>
Within 1-3 Miles	\$67,734	\$59,246
Within 2-5 Miles	\$76,886	\$67,609
Within 3-10 Miles	\$74,014	\$65,253
<u>Average Household Income Over 50</u>	<u>2018</u>	<u>2013</u>
Within 1-3 Miles	\$65,205	\$57,748
Within 2-5 Miles	\$77,508	\$68,594
Within 3-10 Miles	\$73,142	\$65,146

2013-2018 Annual Growth Rate





## Property Information Package

### Demographics Radius Map 3—5—10

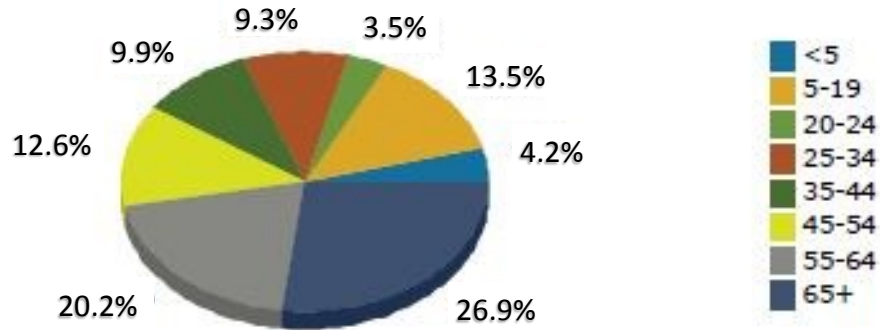




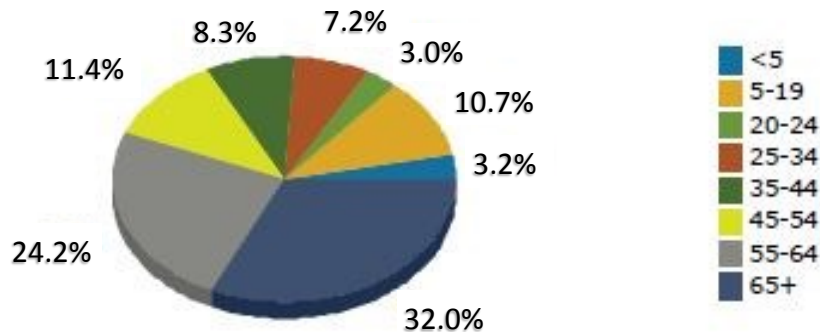
## Property Information Package

### Demographics Radius 3—5—10

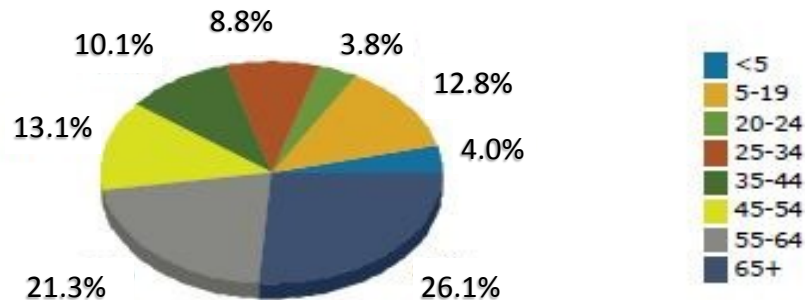
2013 Population by Age 3 Mile Radius



2013 Population by Age 5 Mile Radius



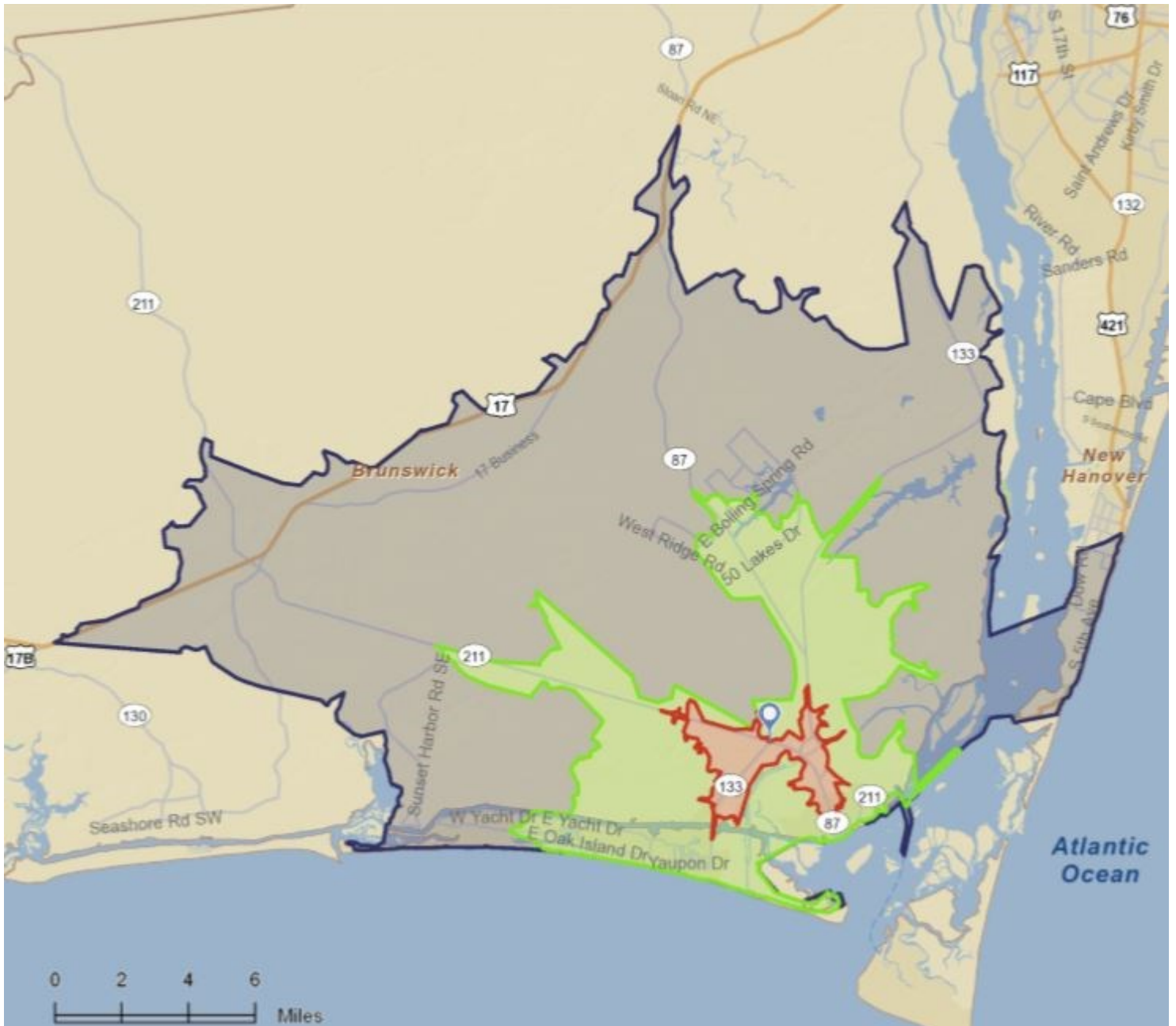
2013 Population by Age 10 Mile Radius





## Property Information Package

**Demographics Drive Time Map 5 –15–30**



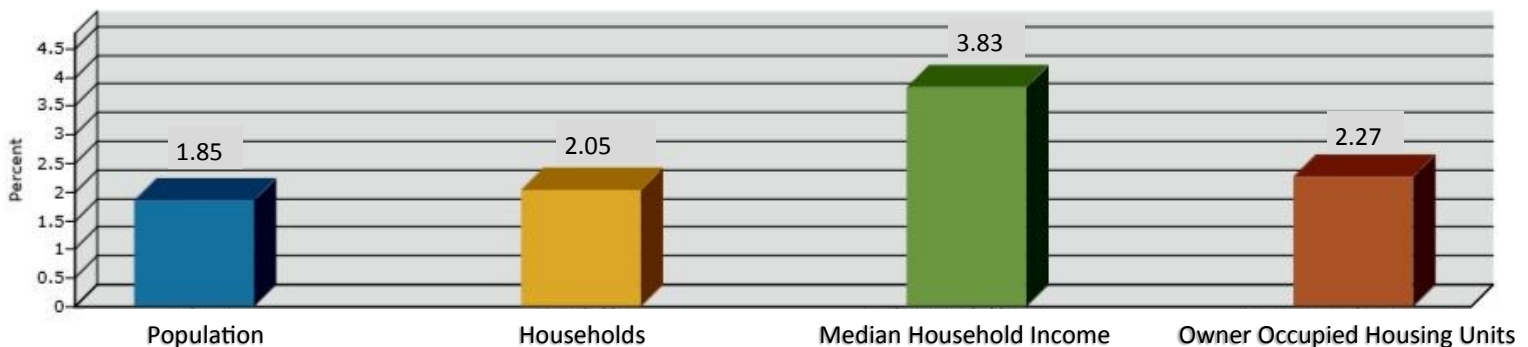


## Property Information Package

### Demographics Drive Time 5 –15—30

	Projected		
<u>Total Population</u>	<u>2018</u>	<u>2013</u>	<u>2010</u>
Within 5 Minute Drive Time	4,330	3,950	3,719
Within 15 Minute Drive Time	22,785	20,893	19,704
Within 30 Minute Drive Time	72,707	66,247	62,315
<u>Population Over 50</u>	<u>2018</u>	<u>2013</u>	<u>2010</u>
Within 5 Minute Drive Time	2,376	2,096	1,926
Within 15 Minute Drive Time	13,369	11,835	10,822
Within 30 Minute Drive Time	35,571	31,325	28,478
<u>Average Household Income</u>	<u>2018</u>	<u>2013</u>	
Within 5 Minute Drive Time	\$50,049	\$41,482	
Within 15 Minute Drive Time	\$55,394	\$47,331	
Within 30 Minute Drive Time	\$54,749	\$47,002	
<u>Average Household Income Over 50</u>	<u>2018</u>	<u>2013</u>	
Within 5 Minute Drive Time	\$44,929	\$38,306	
Within 15 Minute Drive Time	\$54,396	\$45,349	
Within 30 Minute Drive Time	\$52,559	\$43,771	

2013-2018 Annual Growth Rate

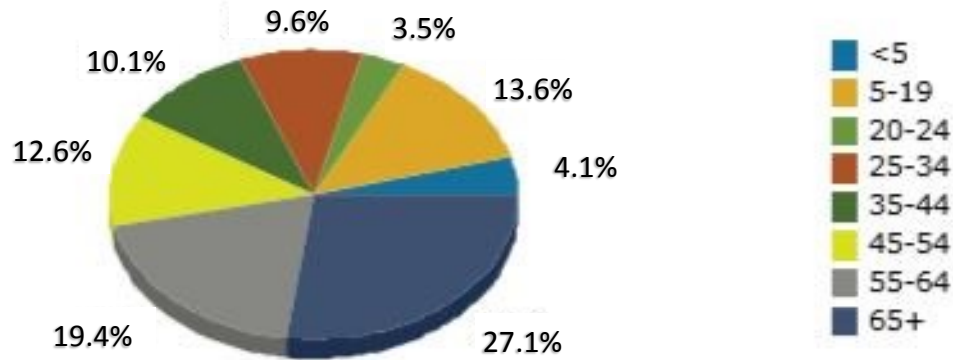




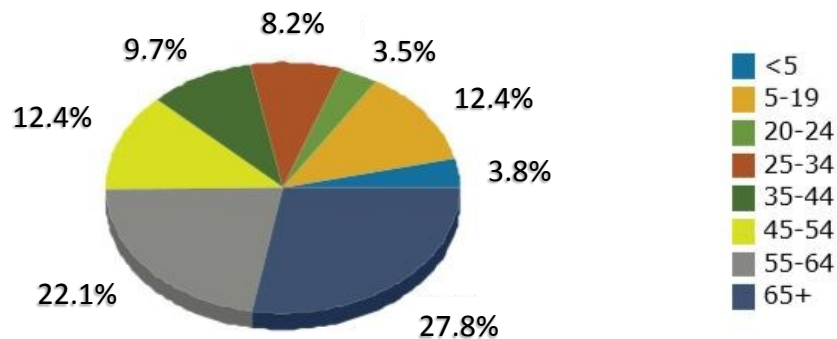
## Property Information Package

### Demographics Drive Time Map 5 –15—30

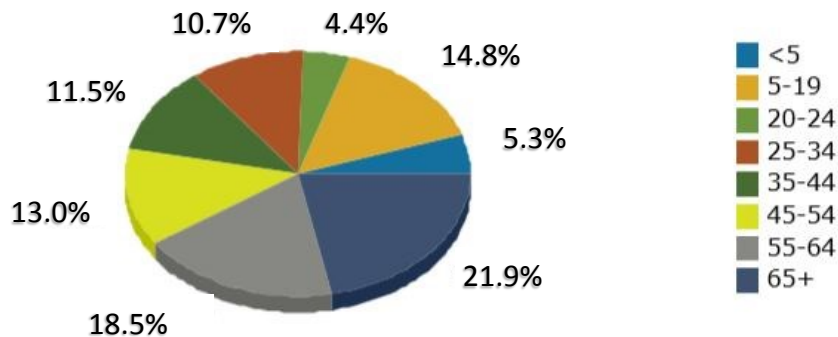
2013 Population by Age 5 Minute Drive Time



2013 Population by Age 15 Minute Drive Time



2013 Population by Age 30 Minute Drive Time





## Property Information Package

### Retail Market Analysis

Industry Summary	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Total Retail Trade and Food & Drink	44-45,722	\$348,464,455	\$205,544,954	\$142,919,500	25.8	293
Total Retail Trade	44-45	\$315,594,407	\$183,229,918	\$132,364,489	26.5	247
Total Food & Drink	722	\$32,870,048	\$22,315,036	\$10,555,011	19.1	46

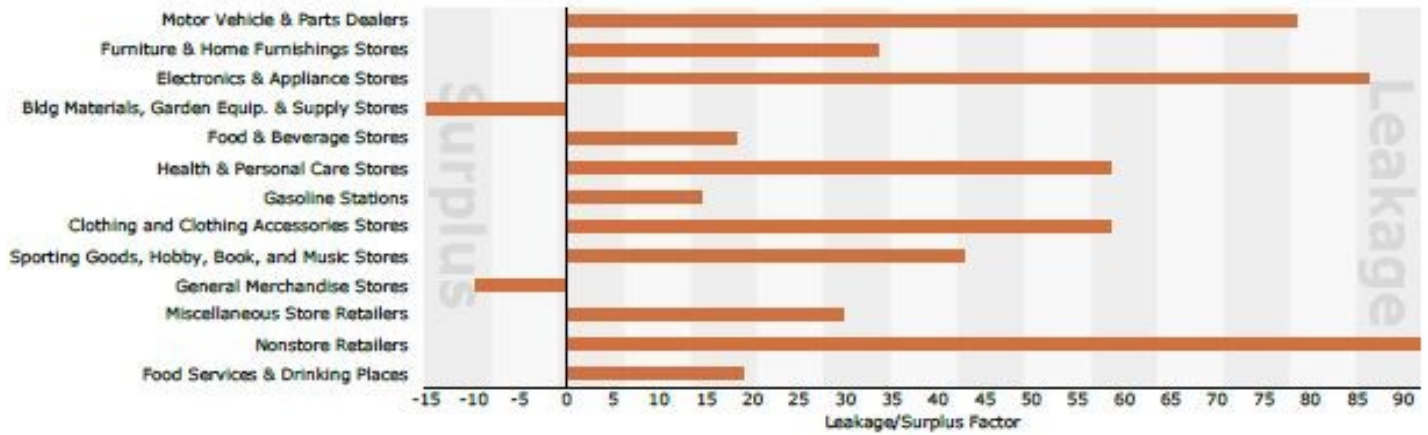
Industry Group	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers	441	\$60,543,471	\$7,165,995	\$53,377,476	78.8	21
Automobile Dealers	4411	\$51,613,614	\$3,195,574	\$48,418,040	88.3	7
Other Motor Vehicle Dealers	4412	\$3,674,978	\$2,482,045	\$1,192,933	19.4	7
Auto Parts, Accessories & Tire Stores	4413	\$5,254,879	\$1,488,376	\$3,766,503	55.9	7
Furniture & Home Furnishings Stores	442	\$6,951,966	\$3,455,416	\$3,496,551	33.6	20
Furniture Stores	4421	\$3,946,571	\$1,579,885	\$2,366,686	42.8	9
Home Furnishings Stores	4422	\$3,005,395	\$1,875,530	\$1,129,865	23.1	11
Electronics & Appliance Stores	4431	\$8,497,455	\$625,602	\$7,871,853	86.3	7
Bldg Materials, Garden Equip. & Supply Stores	444	\$12,623,583	\$17,134,188	-\$4,510,604	-15.2	23
Bldg Material & Supplies Dealers	4441	\$10,670,269	\$16,999,033	-\$6,328,764	-22.9	22
Lawn & Garden Equip & Supply Stores	4442	\$1,953,314	\$135,155	\$1,818,159	87.1	1
Food & Beverage Stores	445	\$49,637,020	\$34,121,555	\$15,515,464	18.5	27
Grocery Stores	4451	\$47,206,258	\$32,174,968	\$15,031,290	18.9	15
Specialty Food Stores	4452	\$852,072	\$694,969	\$157,103	10.2	9
Beer, Wine & Liquor Stores	4453	\$1,578,690	\$1,251,618	\$327,071	11.6	3
Health & Personal Care Stores	446,4461	\$30,152,131	\$7,875,712	\$22,276,420	58.6	14
Gasoline Stations	447,4471	\$36,227,438	\$27,011,068	\$9,216,371	14.6	4
Clothing & Clothing Accessories Stores	448	\$17,727,148	\$4,614,998	\$13,112,150	58.7	29
Clothing Stores	4481	\$12,586,208	\$3,381,848	\$9,204,361	57.6	21
Shoe Stores	4482	\$2,513,782	\$601,459	\$1,912,323	61.4	2
Jewelry, Luggage & Leather Goods Stores	4483	\$2,627,157	\$631,691	\$1,995,466	61.2	6
Sporting Goods, Hobby, Book & Music Stores	451	\$6,726,168	\$2,684,698	\$4,041,470	42.9	21
Sporting Goods/Hobby/Musical Instr Stores	4511	\$5,086,232	\$2,586,196	\$2,500,036	32.6	19
Book, Periodical & Music Stores	4512	\$1,639,936	\$98,502	\$1,541,434	88.7	2
General Merchandise Stores	452	\$60,030,422	\$73,233,520	-\$13,203,099	-9.9	7
Department Stores Excluding Leased Depts.	4521	\$20,045,541	\$7,264,968	\$12,780,572	46.8	2
Other General Merchandise Stores	4529	\$39,984,881	\$65,968,552	-\$25,983,671	-24.5	5
Miscellaneous Store Retailers	453	\$8,386,418	\$4,536,470	\$3,849,948	29.8	66
Florists	4531	\$457,158	\$438,656	\$18,501	2.1	6
Office Supplies, Stationery & Gift Stores	4532	\$2,140,839	\$834,302	\$1,306,536	43.9	22
Used Merchandise Stores	4533	\$758,145	\$963,756	-\$205,611	-11.9	12
Other Miscellaneous Store Retailers	4539	\$5,030,277	\$2,299,756	\$2,730,521	37.3	25
Nonstore Retailers	454	\$18,091,187	\$770,697	\$17,320,490	91.8	9
Electronic Shopping & Mail-Order Houses	4541	\$12,812,446	\$0	\$12,812,446	100.0	0
Vending Machine Operators	4542	\$801,886	\$211,644	\$590,242	58.2	2
Direct Selling Establishments	4543	\$4,476,854	\$559,053	\$3,917,801	77.8	7
Food Services & Drinking Places	722	\$32,870,048	\$22,315,036	\$10,555,011	19.1	46
Full-Service Restaurants	7221	\$12,739,816	\$7,962,771	\$4,777,045	23.1	17
Limited-Service Eating Places	7222	\$17,232,490	\$10,997,859	\$6,234,631	22.1	21
Special Food Services	7223	\$719,621	\$814,613	-\$94,992	-6.2	1
Drinking Places - Alcoholic Beverages	7224	\$2,178,120	\$2,539,793	-\$361,673	-7.7	7



## Property Information Package

### Retail Market Analysis

Leakage/Surplus Factor by Industry Subsector



Leakage/Surplus Factor by Industry Group





## Property Information Package

### Mirasol Fact Sheet

#### MIRASOL FACT SHEET

**Owner** – Jones Holdings NC, LLC

Malcolm Jones 561/248-3505

malcolmjones@homesbyjones.net

**Jurisdiction** – Brunswick County, North Carolina

**Address of Property** – 3950 Southport Supply Road, Southport, NC 28461

**NOT** accurate with most GPS or Nav maps

**Location** - Just west of Southport, NC on State Road 211 (being four laned in 2017)

Directly across SR211 from St. James Plantation - 5500 acre mixed use PUD

Rare opportunity on 211 corridor without limitations of wetlands (0%)

**Zoning** – PD (Planned Development) all unit counts and square footage approved

**Enterprise Zone** – Tier III [www.thrivenc.com](http://www.thrivenc.com)

**Water** – Brunswick County William Pinnix, PE 910/253-2408

**Sewer** - Brunswick County William Pinnix, PE 910/253-2408

Capacity Enhancement Agreement – July 2015

May require small Capital Deposit for future pump station at Midway Road

On site pump station designed for full buildout (all future parcels)

**Stormwater** – master stormwater management plan conveyed to all shown retention, permitted for impervious area of entire parcel

**Fiber** – ATMC 910/454-8312

**Power**- BEMC 910/457-9808 Tim Tippet

**Natural Gas** – not available as of now on SR211 ( may be installed upon 4 lane construct) Piedmont Natural Gas

**Post Office** – address of Post Office : 206 East Nash St., Southport, NC 28461

**Building Code** RESIDENTIAL

COMMERCIAL

Setbacks Front Yard 20'

Front Yard 25'

Side Yard 5'

Side Yard 11'

Rear Yard 15'

Rear yard 6'

Concurrency Requirements - None

Number of parking spaces required by code for commercial –

Distance to nearest school? 10 To Day Care? .5 To nearest church? .5

**Main Entrance Signage** – 50' x 50' building with roof at entrance to have tenant signage facing each way on SR211, South facing to hold development signage "Mirasol", "The Shops", etc. (Walled building will house sewage pump station, has open roof in center)

**Economic Development** – Jim Bradshaw 910/253-4429 Incentives available



## Property Information Package

### ***Mirasol Fact Sheet Cont.***

#### MIRASOL FACT SHEET

**Engineer of Record** – Paramount Engineering 910-791-6707 Tim Clinksdale

**Traffic Signal** – will become a requirement in some future date at main entrance

**211 Construction of 4 Lane Widening** Dot Project No R-5021

Funded – Final Board Approval June 2015 Construction Drawings in progress

Emminent Domain – Sept 2015

Construction – 2017 thru 2019

Contact (District 3 Engineer – Anthony Law 910/251-2655)

**Soil** – Commercial sites may have fill installed by developer at proposed engineered site elevations, topsoil for final grading also available onsite

**Available upon request** – Sign Ordinance Phase 1 Environmental

Aerial

Soil Borings

TIA Report

Title Work

Army Corp Determination of No Wetlands



## Property Information Package

### Team Contacts



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f: 910.399.4675

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